

Message Text

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17

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 AGR-05 COME-00 TRSE-00 CIAE-00

INR-07 NSAE-00 SIL-01 LAB-04 STR-04 /041 W

----- 085007

R 121543Z MAY 76

FM AMCONSUL HAMBURG

TO AMEMBASSY THE HAGUE

INFO SECSTATE WASHDC 3795

AMEMBASSY BONN

AMEMBASSY MOSCOW

AMCONSUL ANTWERP

AMCONSUL AMSTERDAM

AMEMBASSY BRUSSELS

AMCONSUL ROTTERDAM

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E.O.11652: N/A

TAGS: BAGB EEWT ETRN

SUBJECT: GRAIN TRANSSHIPMENTS

REF: A. THE HAGUE 2428; B. HAMBURG 610; C. THE HAGUE 2222

1. POST HAS NOT RECEIVED REFTEL C AND SO WAS UNAWARE THAT SOVIET GRAIN TRANSSHIPMENTS VIA NETHERLANDS PORTS HAVE BEEN LOADED EXCLUSIVELY ON SOVIET SHIPS. HAD WE KNOWN, WE WOULD OF COURSE HAVE GONE BACK TO OUR SOURCE BEFORE SENDING REFTEL B.

2. IN RECHECKING WITH HIM, WE FIND WHAT HE ACTUALLY BELIEVES IS THAT GRAAN ELEVATOR MAATSCHAPPIJ N.V. OF ROTTERDAM HAS SOMEHOW UNDERCUT AN AGREEMENT FOR GRAIN FREIGHT HANDLING WHICH WAS REACHED BETWEEN GRAAN ELEVATOR AND ITS HAMBURG COUNTERPART. THE ROTTERDAM AND HAMBURG GRAIN HANDLERS HAD AGREED TO EXCHANGE RATE INFORMATION TO PREVENT THE SOVIETS FROM WHIPSAWING THEM BUT, EVEN WHILE THIS AGREEMENT WAS BEING REACHED, ROTTERDAM WAS SUCCESSFULLY

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NEGOTIATING IN MOSCOW FOR THE BUSINESS.

3. OUR SOURCE HAS NO PROOF OF HIS ALLEGATION AND OFFERED SEVERAL THEORIES ON HOW ROTTERDAM MIGHT HAVE CUT PRICES OR BRIBED SOVIETS, ALLEGING THAT SUCH PRACTICES ARE COMMON TO THE TRADE. OUR SOURCE IS WELL INFORMED BUT IT IS POSSIBLE THAT HIS VIEWS MAY BE COLORED BY OURS GRAPES, SINCE HE CONCEDED THAT ROTTERDAM HAS SOME COMPETITIVE PRICE ADVANTAGES OVER HAMBURG WHICH COULD ALSO HAVE INFLUENCED THE SOVIET DECISION. BROGAN

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NNN

Message Attributes

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04 MAY 2006

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